

# GDOT DBE Supportive Services (DBE/SS)

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# What we do....

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The primary purpose of the DBE/SS is to provide training, assistance, and services to DBEs certified in the DBE program to increase their activity in the program, and to facilitate the firms' development into viable, self-sufficient organizations capable of competing for, and performing on Federally- assisted highway projects.

# Building Capability & Capacity

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# How it works.....

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- Assess needs of Certified DBEs
- Develop training programs
- Provide technical assistance through technical assistance resources
- Provide information/services to assist GDOT with ensuring real and substantial access to opportunities for certified DBEs

# Developing Capability & Capacity

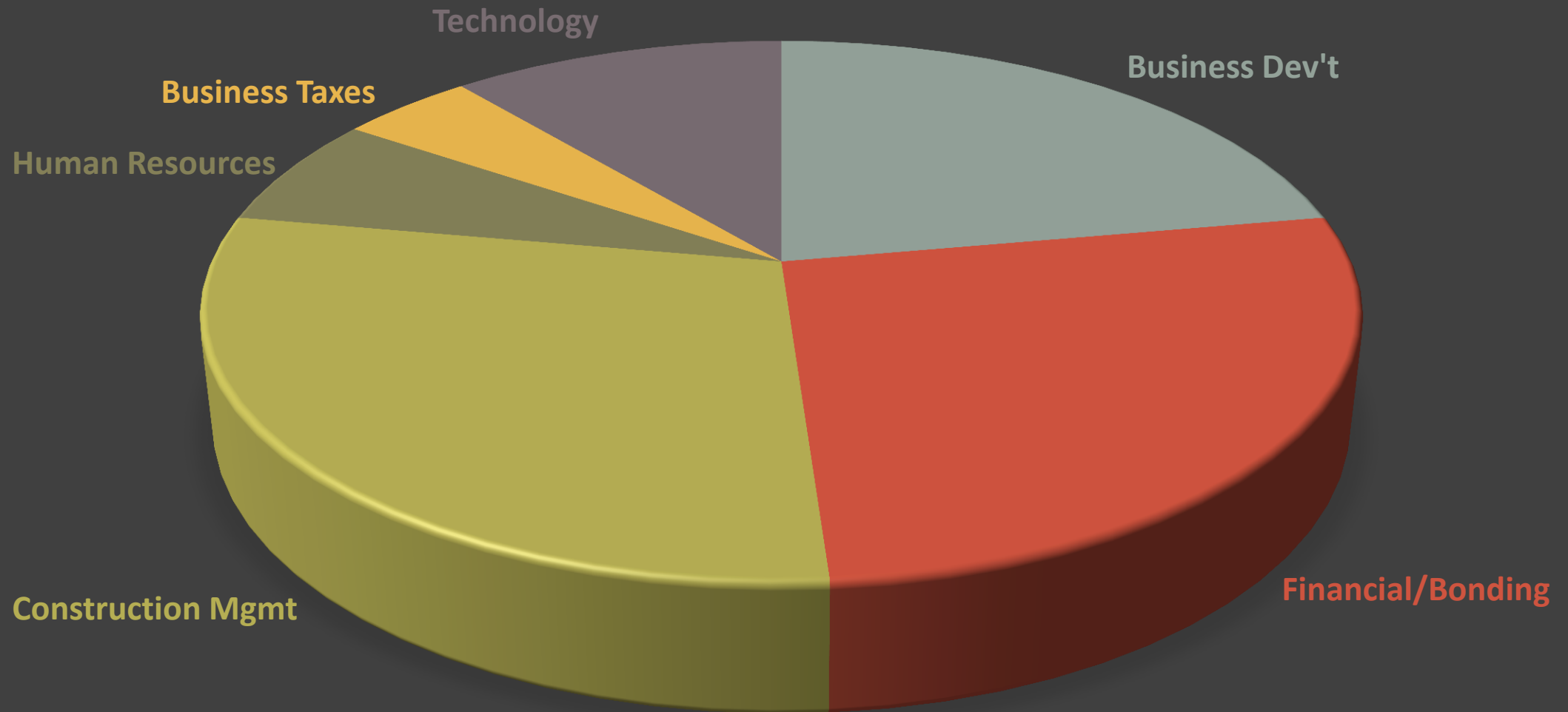
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- Capability
  - Eligible to respond to solicitations
  - Capable of identifying solicitations/opportunities
  - Networking Opportunities
- Capacity
  - Solid internal infrastructure
  - Access to capital
  - Bonding

# 1<sup>st</sup> Q 2014 Need Assessments

## Top Needs Identified

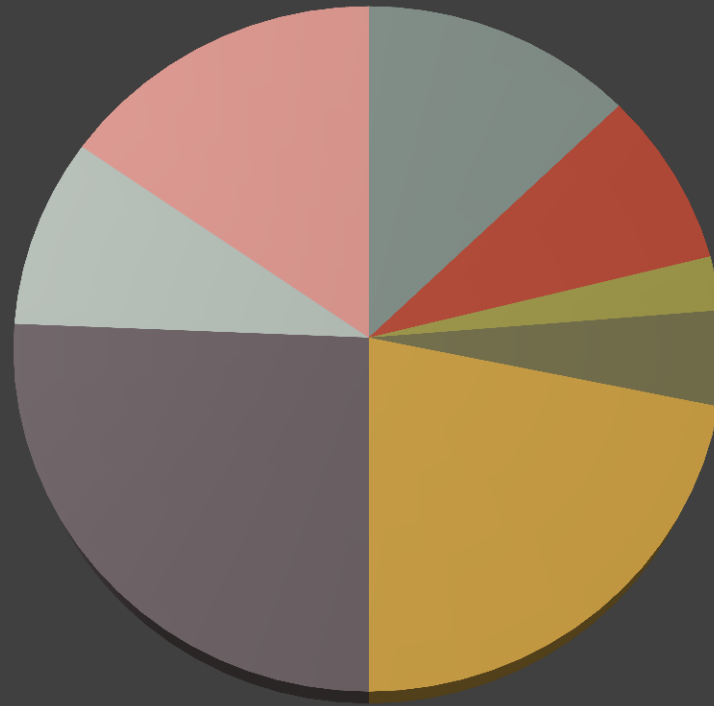
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# Qtr. to Date Technical Assistance Requests

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## 1Q 2014 Service Requests



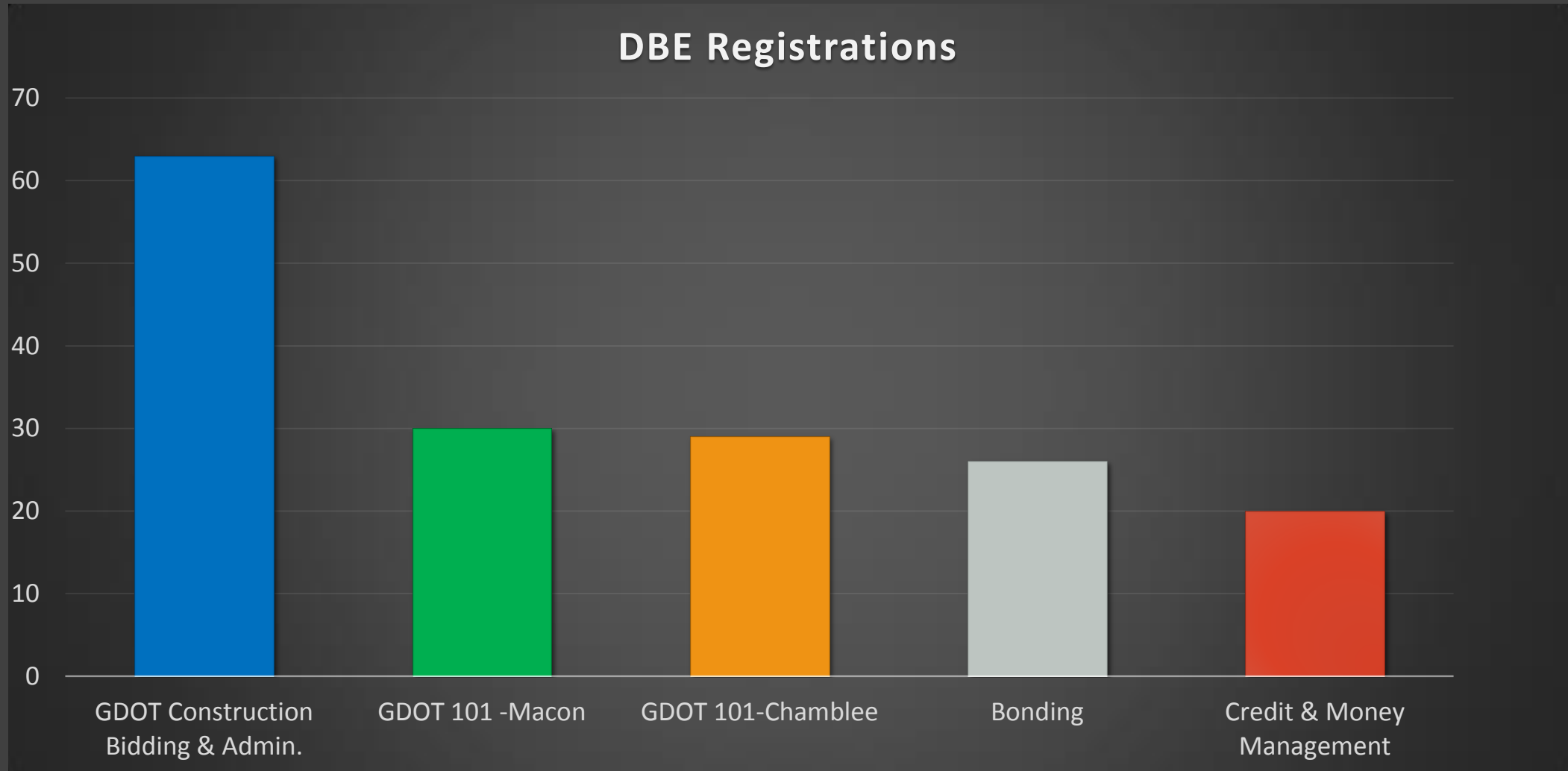
- Finance
- Construction
- Legal
- Computer/Tech.
- General
- Bus. Devt
- Profile Updates
- Non-DBEs Outreach

# DBESS Workshops

	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC
	GDOT 101 Affordable Healthcare for Small Businesses	GDOT 101	Regional Conference	GDOT 101	GDOT 101	State DBE Conference	GDOT 101	GDOT 101	
CONSTRUCTION MANAGEMENT	Cost Estimating	Understanding and Reading Plans		Advanced Cost Estimating				Cost Estimating	
BUSINESS DEVELOPMENT	Doing Business with Technique	Doing Business with the Federal Government  Creating Capability Statements	Doing Business with SABE  Website Development	Marketing 101	Beyond the Business Card	Prime Companies Round table	Doing Business with the State Government		Year End Planning
FINANCIAL MANAGEMENT	Business Development	QuickBooks		QuickBooks	Bonding 101			Financial Software	Bonding 101
BUSINESS LAW		When & How to Use an Attorney	Understanding Contracts		How To Protect Your Business		Teaming & Joint Ventures	Employment Law	Succession Planning

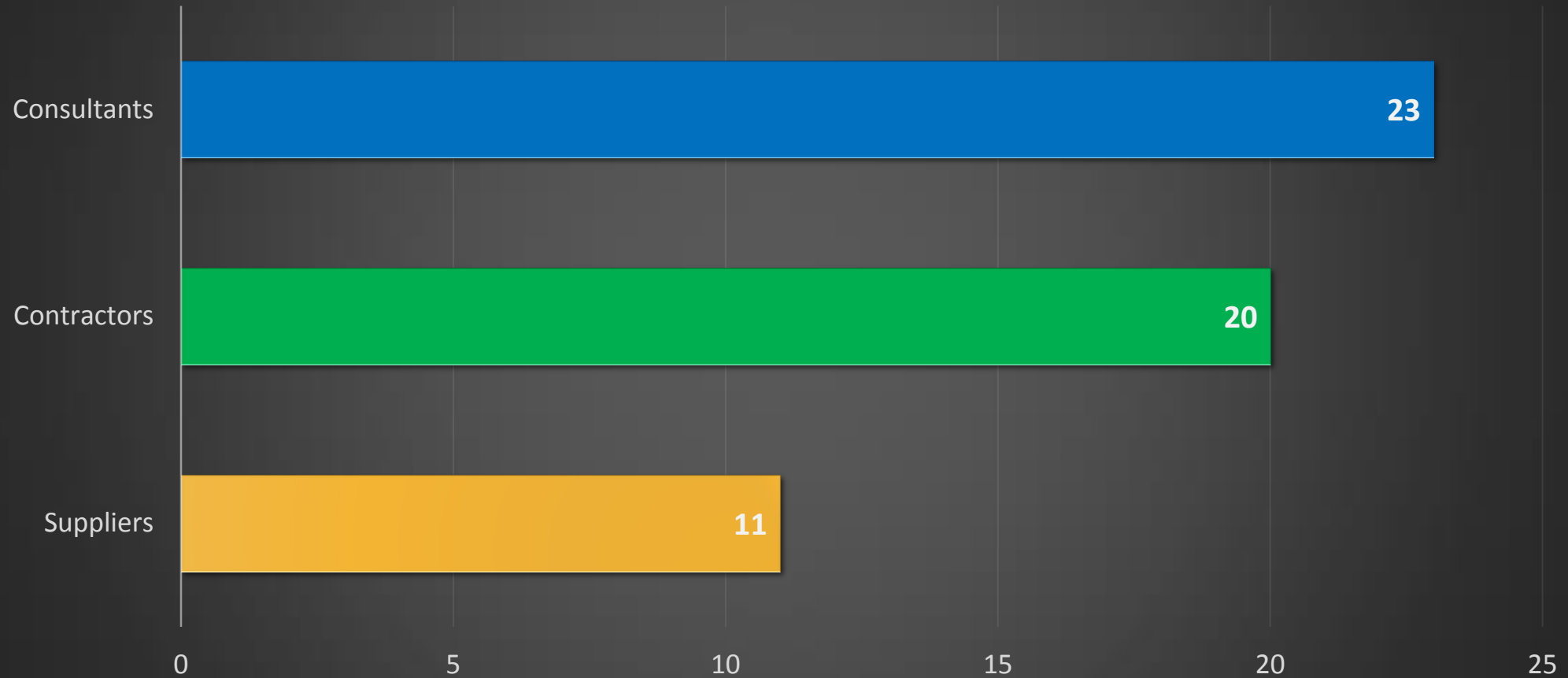


# 1<sup>st</sup> Q DBESS 2014 Workshops

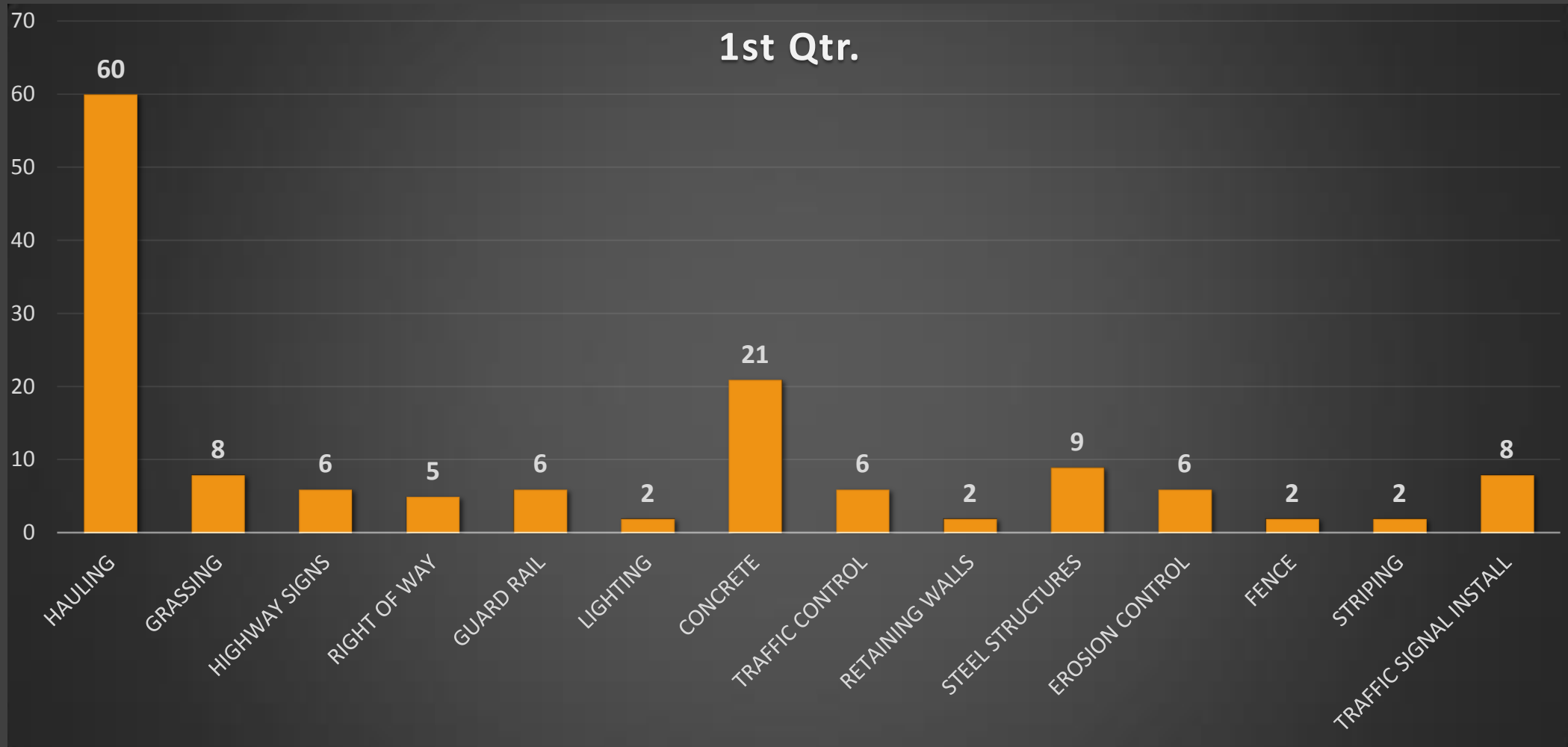


# Newly Certified DBEs

1st Qtr 2014-Newly Certified DBEs



# 1Q 2014- Awarded Construction DBE Firms



# Additional Supportive Services

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- Facilitate feedback on GDOT processes/requirements related to access & impact on small businesses
- Assist prime contractors with identifying DBEs
- Targeted outreach for DBE participation on projects
- Targeted outreach for DBE participation in supplemental training programs
- Industry memberships (ACEC & GHCA)
- Peer to Peer Networking